

Message Text

UNCLASSIFIED

PAGE 01 BOMBAY 01033 261201Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----057300 261527Z /75

R 260455Z APR 78
FM AMCONSUL BOMBAY
TO USDOC WASHDC
INFO SECSTATE WASHDC 8201
AMEMBASSY NEW DELHI POUCH
AMCONSUL CALCUTTA POUCH
AMCONSUL MADRAS POUCH

UNCLAS BOMBAY 1033

E. O. 11652: N/A
TAGS: BTIO, BEXP, IN
SUBJ: BUSINESS VISITOR: MR. K.N. TICKOO, CHEMTIK, BOMBAY

1. MR. K.N. TICKOO, PROPRIETOR, CHEMTIK, 124-B 12TH FLOOR,
JOLLY MAKER CHAMBERS NO.2, NARIMAN POINT, BOMBAY 400 021
(CABLE: CHLOROCHM-BOMBAY 21) IS SCHEDULED TO VISIT U.S.
BEGINNING MAY 15 FOR TWO WEEKS. MR. TICKOO IS INTERESTED IN
NEGOTIATING AN AGENCY ARRANGEMENT AND/OR LICENSING AGREE-
MENT WITH U.S. MANUFACTURERS OF FERROCHROME LIGNOSULPHONATE,
A SPECIALTY CHEMICAL USED WIDELY BY OFFSHORE OIL DRILLING
INDUSTRY.

2. CHEMTIK, ESTABLISHED IN 1973, IS PRIMARILY A MARKETING
ORGANIZATION HANDLING A QIDE RANGE OF CHEMICALS SUCH AS
CAUSTIC SODA, CAUSTIC POTASH, HYDROCHLORIC ACID, CHLOROFORM,
METHYL CHLORIDE AND OTHER PRODUCTS. IT ALSO EXPORTS LIQUID
CHLORINE AND CALCIUM HYPROCHLORITE TO DUBAI AND MUSCAT IN
MIDDLE EAST. ADDITIONALLY, CHEMTIK IS ALSO A DISTRIBUTOR OF
CHEMICALS MANUFACTURED BY STANDARD ALKALI, BOMBAY, A WELL
KNOWN COMPANY IN THE REPUTABLE MAFATLAL INDUSTRIAL GROUP.
REPORTEDLY CHEMTIK'S SALES TURNOVER AS OF MARCH 31, 1978
WAS RS.5.2 MILLION AS AGAINST RS.3.4 MILLION (US \$1 EQUALS
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PAGE 02 BOMBAY 01033 261201Z

RS.8.07 APPROX.) DURING PREVIOUS YEAR. MR. TICKOO IS WELL
REGARDED IN LOCAL BUSINESS CIRCLES. PRIOR TO STARTING
CHEMTIK, MR. TICKOO WAS GENERAL MANAGER OF L'UNION DES
ASSURANCES DE PARIS, A FRENCH INSURANCE COMPANY IN BOMBAY.
COMMERCIAL CORPORATION, BOMBAY, AN ASSOCIATE OF CHEMTIK
LOCALLY REPRESENTS LIGNOSOL LTD., A CANADIAN CHEMICAL
COMPANY.

3. ACCORDING TO MR. TICKOO, AS A RESULT OF INCREASED OFFSHORE OIL DRILLING ACTIVITY IN THE INDIAN SUBCONTINENT AND OTHER NEARBY AREAS, THERE EXISTS A SUBSTANTIAL MARKET FOR FERROCHROME LIGNOSULPHONATE. MR. TICKOO IS INTERESTED IN ENTERING INTO AGENCY ARRANGEMENT WITH U.S. FIRMS. ALTERNATIVELY, HE IS ALSO WILLING TO DISCUSS LICENSING ARRANGEMENT WITH AMERICAN FIRMS INTERESTED IN OFFERING PROCESS KNOW-HOW FOR LOCAL MANUFACTURE OF FERROCHROME LIGNOSULPHONATE.

4. MR. TICKOO INDICATED THAT SHOULD ANY U.S. FIRMS BE AGREEABLE TO PROVIDING KNOW-HOW, SOME OF THE PROCESS EQUIPMENT SUCH AS CHIPPERS, DIGESTORS, RAW LIQUOR STORAGE TANKS, SPECIAL EVAPORATORS, SPRAYERS, DRIERS, REACTION VESSELS, AND SOME OTHER EQUIPMENT COULD BE LOCALLY FABRICATED IN CONSULTATION WITH THE U.S. COMPANY.

5. AFTER ARRIVING IN THE U.S. MR. TICKOO WOULD BE CONTACTING USDOC'S REGIONAL OFFICE AT NEW YORK. COMINV BEING ISSUED TO MR. TICKOO.

6. ACTION REQUESTED: IT IS REQUESTED THAT FOREGOING PROPOSAL OF CHEMTIK BE BROUGHT TO THE ATTENTION OF APPROPRIATE U.S. FIRMS. PUBLICITY THROUGH SECONDARY SOURCES RECOMMENDED. USDOC DISTRICT OFFICES AT NEW YORK MAY BE ALERTED REGARDING UNCLASSIFIED

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PAGE 03 BOMBAY 01033 261201Z

ABOVE PROPOSAL AND REQUESTED TO PROVIDE BUSINESS ASSISTANCE TO MR. TICKOO.
COURTNEY

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NNN

Message Attributes

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Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
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